

# **RJ REYNOLDS**

TOBACCO COMPANY

*Posted  
7/24/96*

J. Campbell  
Promotional Coordinator

150 Lawrence Bell Drive  
Suite #108  
Williamsville, NY 14221  
(716) 634-4179  
Fax (716) 634-3145

July 2, 1996

**Fax** (315) 638-7394  
#375878  
P. Cox  
McLane-Northeast

## **WINSTON B3GF NYS FAIR TICKET / PROMOTION #601274**

Dear Paul:

The following product and premium / P.O.S. items have been ordered for arrival July 15th for you to pack our *Winston B3GF NYS Fair Ticket* promotion.

**Product PO# E61762-02 / Premium - P.O.S. PO# E61762-01**

	Winston Kg (12M)	Winston Box (12M)	Winston Lt (12M)	Winston Lt Box (6M)
#/Cases	12	6	6	12
UPC #	12300-11012	12300-11212	12300-11112	12300-11906

111 SKUs (1@ SKU) Item #465050  
28 SKUs (200@ SKU) Item #512195  
9 SKUs (25@ SKU) Item #512192  
9 SKUs (25@ SKU) Item #512183

F.B. Displays  
Winston B3GF NYS Fair Ticket  
Pasters  
D.Bin Riser Cards

**SHIP TO RETAIL THE WEEK OF JULY 22, 1996 PER ATTACHED RETAIL LIST**  
**DISPLAY LOAD: 3 PACKS SHOULD BE PLACED INTO EACH SLEEVE, WITH NAME GENERATION CARD INSERTED BEHIND PACKS. 15 CARTON DEAL: 6 WINSTON KING / 3 WINSTON BOX / 3 WINSTON LT / 3 WINSTON LT BOX**

Retail Sales Offer Per SKU:

50 Units

Billing Per SKU:

15 Full Price Cartons

**EFT \$ Amount: \$20,602.90**

As always, thanks for your assistance in the marketing of our products.

Sincerely,

*Judy*

J. Campbell  
Promotional Coordinator / 1610

/jc

cc: D. Keeney / S. Schwalm  
F. Natale / S. MacLeod

51862 1862

NYSFMCLN.XLS

NYS FAIR / PROMOTION #601274				McLANE NE #375878					
SR TERR	RR TERR	SIS	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID	CHAIN NAME	McLANE #
162201	162331	669745	A PLUS #4420	82 MAIN ST	MASSENA	NY	0362 02 02	SUN COMPANY APLUS	44727
162202	162331	047061	APLUS MINI MKT #7456	610 STATE ST	WATERTOWN	NY	0362 02 02	SUN COMPANY APLUS	42481
162202	162330	762396	APLUS MINI MKT #7451	299 W 1ST ST	OSWEGO	NY	0362 02 02	SUN COMPANY APLUS	42275
162203	162225	763542	APLUS MINI MKT #7459	112 S MEADOW ST	ITHACA	NY	0362 02 02	SUN COMPANY APLUS	42309
162203	162329	313909	APLUS MINI MKT #7454	951 E BRIGHTON AVE	SYRACUSE	NY	0362 02 02	SUN COMPANY APLUS	43273
162203	162225	763421	APLUS MINI MKT #7458	210 S CAYUGA ST	ITHACA	NY	0362 02 02	SUN COMPANY APLUS	42242
162205	162227	762730	APLUS MINI MKT #7455	7472 VAN BUREN RD	BALDWINSVILLE	NY	0362 02 02	SUN COMPANY APLUS	43265
162205	0	663809	SUNOCO COOP #7130	NEW YORK STATE THRUWAY	SYRACUSE	NY	0362 02 02	SUN COMPANY APLUS	0
162205	162329	088574	APLUS MINI MKT #7450	200 N STATE ST	SYRACUSE	NY	0362 02 02	SUN COMPANY APLUS	41657
162205	162224	613165	APLUS MINI MKT #7452	5195 MILTON AVE	CAMILLUS	NY	0362 02 02	SUN COMPANY APLUS	44636
162206	0	704384	APLUS #7160	217 W GENESEE ST	FAYETTEVILLE	NY	0362 02 02	SUN COMPANY APLUS	0
162206	162327	021941	APLUS MINI MKT #7470	8516 SENECA TPKE	NEW HARTFORD	NY	0362 02 02	SUN COMPANY APLUS	41905
162206	162327	718837	A PLUS #60007F	KELLOGG ROAD	NEW HARTFORD	NY	0362 02 02	SUN COMPANY APLUS	0
162303	163830	432314	APLUS MINI MKT #4369	325 MARGARET ST	PLATTSBURGH	NY	0362 02 02	SUN COMPANY APLUS	29140
162304	162320	176973	APLUS MINI MKT #4129	52 AVIATION RD	QUEENSBURY	NY	0362 02 02	SUN COMPANY APLUS	42150
162308	162322	130631	APLUS MINI MKT #7464	62 EXCHANGE ST	ALBANY	NY	0362 02 02	SUN COMPANY APLUS	42127
162309	0	696956	APLUS COOP 356	NORTH PLANK ROAD	NEWBURGH	NY	0362 02 02	SUN COMPANY APLUS	0
162601	0	694923	SUNOCO A PLUS	555 NIAGARA ST	BUFFALO	NY	0362 02 02	SUN COMPANY APLUS	0
162601	162629	765443	APLUS MINI MKT #7341	2731 DELAWARE AVE	BUFFALO	NY	0362 02 02	SUN COMPANY APLUS	41772
162602	162630	763524	APLUS MINI MKT #7339	161 S UNION ST	SPENCERPORT	NY	0362 02 02	SUN COMPANY APLUS	41681
162602	162629	128438	APLUS MINI MKT #7387	755 E DELAVAN AVE	BUFFALO	NY	0362 02 02	SUN COMPANY APLUS	41814
162602	162631	306190	APLUS MINI MKT #7333	1140 LYELL AVE	ROCHESTER	NY	0362 02 02	SUN COMPANY APLUS	43232
162603	162623	052213	APLUS EXPRESS #7343	3942 S PARK AVE	BLASDELL	NY	0362 02 02	SUN COMPANY APLUS	44149
162603	162630	765336	APLUS MINI MKT #7332	100 W MAIN ST	BATAVIA	NY	0362 02 02	SUN COMPANY APLUS	41756
162603	162623	128445	APLUS MINI MKT #7368	2180 BULLIS RD	ELMA	NY	0362 02 02	SUN COMPANY APLUS	42051
162604	162624	714960	A PLUS #7171	283 NORTH ST	CALEDONIA	NY	0362 02 02	SUN COMPANY APLUS	0
162604	162631	763600	APLUS MINI MKT #7348	540 PORTLAND AVE	ROCHESTER	NY	0362 02 02	SUN COMPANY APLUS	41855
162604	162620	763470	APLUS MINI MKT #7386	2075 RIDGE RD E	ROCHESTER	NY	0362 02 02	SUN COMPANY APLUS	43224
162604	162630	570569	APLUS MINI MKT #7344	3930 DEWEY AVE	ROCHESTER	NY	0362 02 02	SUN COMPANY APLUS	43471
162604	162630	763342	APLUS MINI MKT #7363	1431 DEWEY AVE	ROCHESTER	NY	0362 02 02	SUN COMPANY APLUS	41749
162604	162631	763555	APLUS MINI MKT #7328	780 DEWEY AVE	ROCHESTER	NY	0362 02 02	SUN COMPANY APLUS	41764
162604	162631	764123	APLUS MINI MKT #7400	1143 JOSEPH AVE	ROCHESTER	NY	0362 02 02	SUN COMPANY APLUS	46235
162604	162630	764375	APLUS MINI MKT #7330	1324 LATTI RD	ROCHESTER	NY	0362 02 02	SUN COMPANY APLUS	43216
162604	162630	763696	APLUS MINI MKT #7346	3550 MOUNT READ BLVD	ROCHESTER	NY	0362 02 02	SUN COMPANY APLUS	42002
162604	162631	763554	APLUS MINI MKT #7326	809 CLINTON AVE S	ROCHESTER	NY	0362 02 02	SUN COMPANY APLUS	41822
162604	162631	763905	APLUS EXPRESS #7327	1540 JEFFERSON RD	ROCHESTER	NY	0362 02 02	SUN COMPANY APLUS	44164
162604	162631	517842	APLUS MINI MKT #7340	2499 E HENRIETTA RD	ROCHESTER	NY	0362 02 02	SUN COMPANY APLUS	43711
162604	162624	438834	APLUS MINI MKT #7345	40 N MAIN ST	HONEOYE FALLS	NY	0362 02 02	SUN COMPANY APLUS	43463
162605	162227	763861	APLUS EXPRESS #7462	193 FALL ST	SENECA FALLS	NY	0362 02 02	SUN COMPANY APLUS	44263

NYS FAIR / PROMOTION #601274				McLANE NE #375878						
SR	TR	SR	TR	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID	CHAIN NAME	McLANE
162605	162620	763294		APLUS MINI MKT #7364	254 MACEDON CENTER RD	FAIRPORT	NY	0362 02 02	SUN COMPANY APLUS	43257
162607	162627	763343		APLUS MINI MKT #7457	814 N FRANKLIN ST	WATKINS GLEN	NY	0362 02 02	SUN COMPANY APLUS	42515
163603	163625	769924		APLUS MINI MKT #7302	RT 6 & LEE BLVD	JEFFERSON VLY	NY	0362 02 02	SUN COMPANY APLUS	41913
162203	162325	681989		EXPRESS MART #321	59 UTICA ST	HAMILTON	NY	1879 00 00	PETR ALL CORP.	602128
162203	162225	701518		EXPRESS MART #351	51 NORTH ST	DRYDEN	NY	1879 00 00	PETR ALL CORP.	602326
162203	162327	632868		EXPRESS MART #346	BACON & STAFFORD STS	WATERVILLE	NY	1879 00 00	PETR ALL CORP.	602292
162203	162225	763615		EXPRESS MART #326	920 N CAYUGA ST	ITHACA	NY	1879 00 00	PETR ALL CORP.	602169
162203	162328	528046		EXPRESS MART #347	PO BOX 406	MORRISVILLE	NY	1879 00 00	PETR ALL CORP.	602300
162203	162225	763666		EXPRESS MART #327	910 HANSHAW RD	ITHACA	NY	1879 00 00	PETR ALL CORP.	602177
162203	162225	037685		EXPRESS MART #332	3609 STATE ROUTE 281	CORTLAND	NY	1879 00 00	PETR ALL CORP.	602227
162203	162325	591386		EXPRESS MART #345	RTE 8 & 51	MOUNT UPTON	NY	1879 00 00	PETR ALL CORP.	602284
162203	162225	763079		EXPRESS MART #324	162 TOMPKINS ST	CORTLAND	NY	1879 00 00	PETR ALL CORP.	602144
162203	162225	171375		EXPRESS MART #308	ROUTE 11	MC GRAW	NY	1879 00 00	PETR ALL CORP.	602037
162203	162225	762922		EXPRESS MART #323	31 S WEST ST	HOMER	NY	1879 00 00	PETR ALL CORP.	602136
162203	162225	763683		EXPRESS MART #325	2972 US HIGHWAY 11	WHITNEY POINT	NY	1879 00 00	PETR ALL CORP.	602151
162204	162226	484177		EXPRESS MART #306	719 MAIN ST	JOHNSON CITY	NY	1879 00 00	PETR ALL CORP.	602029
162204	162226	485836		EXPRESS MART #305	1991 STATE ROUTE 26	ENDICOTT	NY	1879 00 00	PETR ALL CORP.	602011
162204	162325	348511		EXPRESS MART #329	49 UNION ST	SIDNEY	NY	1879 00 00	PETR ALL CORP.	602193
162204	162226	539496		EXPRESS MART #334	400 COURT ST	BINGHAMTON	NY	1879 00 00	PETR ALL CORP.	602235
162204	162223	597276		EXPRESS MART #338	530 STATE ROUTE 17	WEST WINDSOR	NY	1879 00 00	PETR ALL CORP.	602250
162204	162225	506487		EXPRESS MART #349	RIVER PLAZA/5TH	OWEGO	NY	1879 00 00	PETR ALL CORP.	602318
162204	162225	587447		EXPRESS MART #357	7774 STATE ROUTE 434	APALACHIN	NY	1879 00 00	PETR ALL CORP.	602359
162204	162325	365820		EXPRESS MART #359	77 MAIN ST	DELHI	NY	1879 00 00	PETR ALL CORP.	602375
162205	162224	491292		EXPRESS MART #339	380 W ONONDAGA ST	SYRACUSE	NY	1879 00 00	PETR ALL CORP.	602268
162206	162328	376126		EXPRESS MART #358	353 N PETERBORO ST	CANASTOTA	NY	1879 00 00	PETR ALL CORP.	602367
162603	162629	680915		EXPRESS MART #352	2700 UNION RD	CHEEKTOWAGA	NY	1879 00 00	PETR ALL CORP.	602334
162604	162620	763631		EXPRESS MART #315	2225 EMPIRE BLVD	WEBSTER	NY	1879 00 00	PETR ALL CORP.	602086
162605	0	706655		EXPRESS MART #313	136 E MAIN ST	WATERLOO	NY	1879 00 00	PETR ALL CORP.	602078
162605	162227	712071		EXPRESS MART #360	RT. 370 EAST	CATO	NY	1879 00 00	PETR ALL CORP.	602441
162605	162624	020447		EXPRESS MART #318	2498 ROCHESTER RD	CANANDAIGUA	NY	1879 00 00	PETR ALL CORP.	602102
162605	162227	763657		EXPRESS MART #311	ROUTE 90	UNION SPRINGS	NY	1879 00 00	PETR ALL CORP.	602052
162605	162227	548424		EXPRESS MART #331	5948 WHITE BRIDGE RD	AUBURN	NY	1879 00 00	PETR ALL CORP.	602219
162605	162227	643129		EXPRESS MART #317	1924 STATE ROUTE 96	PHELPS	NY	1879 00 00	PETR ALL CORP.	602094
162605	162227	553661		EXPRESS MART #301	1842 CLARK ST	AUBURN	NY	1879 00 00	PETR ALL CORP.	602003
162605	162227	763431		EXPRESS MART #312	697 WATERLOO GENEVA RD	WATERLOO	NY	1879 00 00	PETR ALL CORP.	602060
162605	162227	643131		EXPRESS MART #319	185 N EXCHANGE ST	GENEVA	NY	1879 00 00	PETR ALL CORP.	602110
162607	162228	205484		EXPRESS MART #353	606 S MAIN ST	HORSEHEADS	NY	1879 00 00	PETR ALL CORP.	602342
162607	162228	538029		EXPRESS MART #337	300 MAPLE AVE	ELMIRA	NY	1879 00 00	PETR ALL CORP.	602243

NYS FAIR / PROMOTION #601274				McLANE NE #375878					
STORE	STERR	SIS	ACCOUNT NAME	ADDRESS	ST	ST	CHAINED	CHAIN NAME	VALUE
162202	162330	460504	CONV EXPRESS #403	RT. 69	PARISH	NY	3280 00 00	CONVENIENCE EXPRESS	10603
162202	162330	689578	CONV EXPRESS #100	RT 49	CENTRAL SQUARE	NY	3280 00 00	CONVENIENCE EXPRESS	0
162202	162330	762958	CONV EXPRESS #500	BARTELL ROAD	BREWERTON	NY	3280 00 00	CONVENIENCE EXPRESS	10645
162202	162330	413091	CONV EXPRESS #400	ROUTES 11 & 49	CENTRAL SQUARE	NY	3280 00 00	CONVENIENCE EXPRESS	10611
162202	162330	086185	CONV EXPRESS #401	ROUTE 11 & ROUTE 37	CENTRAL SQUARE	NY	3280 00 00	CONVENIENCE EXPRESS	10629
162202	162330	692557	SUNRISE FOOD #18	RT. 31 & 81	CICERO	NY	4200 00 00	SUNRISE FOOD STORES	0
162202	162331	329923	SUNRISE FOOD #28	PO BOX 42	ADAMS	NY	4200 00 00	SUNRISE FOOD STORES	34710
162202	162331	762425	SUNRISE FOOD #13	1201 ARSENAL ST	WATERTOWN	NY	4200 00 00	SUNRISE FOOD STORES	34684
162202	162330	632809	SUNRISE FOOD #1	214 W BRIDGE ST	OSWEGO	NY	4200 00 00	SUNRISE FOOD STORES	34603
162202	162330	763195	SUNRISE FOOD #8	RTE. 31 AND RTE. 298	BRIDGEPORT	NY	4200 00 00	SUNRISE FOOD STORES	34652
162202	162330	446877	SUNRISE FOOD #12	BROADWAY & E SECOND	FULTON	NY	4200 00 00	SUNRISE FOOD STORES	34736
162202	162330	634248	WOODY'S MARKET #15	ROUTE 104	OSWEGO	NY	4200 00 00	SUNRISE FOOD STORES	34777
162202	162330	589933	SUNRISE FOOD #4	7440 RT.49	CENTRAL SQ	NY	4200 00 00	SUNRISE FOOD STORES	34769
162202	162330	052766	SUNRISE FOOD #9	ROUTE 264	PHOENIX	NY	4200 00 00	SUNRISE FOOD STORES	34660
162205	162224	461229	SUNRISE FOOD #14	GEDDES & ERIE	SYRACUSE	NY	4200 00 00	SUNRISE FOOD STORES	34744
162206	162327	581115	SUNRISE FOOD #6	159 SENECA TPKE	NEW HARTFORD	NY	4200 00 00	SUNRISE FOOD STORES	34751
162206	162327	667201	SUNRISE FOOD #17	1201 MOHAWK ST	UTICA	NY	4200 00 00	SUNRISE FOOD STORES	0
162206	162328	970213	SUNRISE FOOD #31	606 E GENESEE ST	CHITTENANGO	NY	4200 00 00	SUNRISE FOOD STORES	34728
162605	162227	030710	SUNRISE FOOD #7	138 GRANT AVE	AUBURN	NY	4200 00 00	SUNRISE FOOD STORES	34645
162605	162227	651697	SUNRISE FOOD #16	96 & RTE. 414	OVID	NY	4200 00 00	SUNRISE FOOD STORES	0
162605	0	031404	SUNRISE FOOD #2	1 N PARK ST	CLYDE	NY	4200 00 00	SUNRISE FOOD STORES	34611
162605	162227	960985	SUNRISE FOOD #27	CORNER RT. 31 & 89	SAVANNAH	NY	4200 00 00	SUNRISE FOOD STORES	34702
162605	162227	031400	SUNRISE FOOD #3	NEW HARTFORD STREET	WOLCOTT	NY	4200 00 00	SUNRISE FOOD STORES	34629
162605	162620	502339	SUNRISE FOOD #5	3857 STATE ROUTE 104	WILLIAMSON	NY	4200 00 00	SUNRISE FOOD STORES	34637
162605	162227	762073	SUNRISE FOOD #10	902 N SENECA ST	WEEDSPORT	NY	4200 00 00	SUNRISE FOOD STORES	34678
162605	162620	492729	SUNRISE FOOD #11	1933 STATE ROUTE 104	ONTARIO	NY	4200 00 00	SUNRISE FOOD STORES	34686
2 DISPLAYS EACH									
162202	162331	574614	SUNOCO FOOD MART	ROUTE 12 & WOODGATE	BOONVILLE	NY	5405 00 00	MOHAWK VALLEY OIL CO	98913
162203	162225	398352	A PLUS #7904	FOOD MARKET	CORTLAND	NY	5405 00 00	MOHAWK VALLEY OIL CO	98376
162205	162329	622758	A PLUS EXPRESS	6511 CARRIER CIRCLE	SYRACUSE	NY	5405 00 00	MOHAWK VALLEY OIL CO	98350
162206	162328	762790	ONEIDA VALLEY SUNOCO	RD #4 ROUTE 31	CANASTOTA	NY	5405 00 00	MOHAWK VALLEY OIL CO	98368

402 SMS584N1  
ORDER FROM: 16XXXX

SALES MATERIALS SYSTEM  
ORDER REVIEW

07/02/96 11:54  
ORDER NUMBER: 6184-0530

SHIP TO: 1622 / 375878

SKU	(LINES 1 - 4 OF 4 SHOWN)		MAXIMUM ORDER	ORIGINAL ALLOC	L E	REMAIN ALLOC
QTY	ITEM DESCRIPTION-----	UNITS/SKU	QTY	QTY	V	QTY
111	465050 30-CTN VAP FLOOR DISPL	1 BOX		0		0
28	512195 WIN JUL B3GF NY FAIR T	200 BOX		250	R	225
9	512192 WIN JUL NY ST FAIR TKT	25 BOX		100	R	81
9	512183 WIN JUL B3GF NY ST FAI	25 BOX		100	R	91

7/15/96

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(\*) ASTERISKS INDICATE THAT THE MAXIMUM ORDER QTY WAS ORIGINALLY EXCEEDED

PF3 - RETURN TO PREVIOUS SCREEN

PF7 - SCROLL UP

PF4 - CONTINUE WITH ORDER

PF8 - SCROLL DOWN

PF12 - MAIN MENU

PF1 - HELP

51862 1866

-2-  
McLane NE

WINSTON B2GF NYS FAIR TICKET / #601274

Product and premium arrival (McLane NE):

July 15, 1996

*Premium / P.O.S. PO # E61762-01*

#/SKUs NYS FAIR TICKETS (#512195)	#/SKUs D.BIN RISER CARDS (#512183)	#/SKUs PASTERS (#512192)	#/SKUs FLOOR DISPLAYS (#465050)
28	9	9	28 ///

*Product PO # E61762-02*

#/CASES (12M) WINSTON KG 11012	#/CASES (12M) WINSTON BOX 11212	#/CASES (12M) WINSTON LT 11112	#/CASES (6M) WINSTON LT BOX 11906
12	6	6	12

**EFT \$** \_\_\_\_\_

51862 1867